

of the farms is also progressive. We do not know it all to-day, but we know a good deal. The worst of it is, Mr. Chairman, we do not put our knowledge to good use. Now, you deal with the matters you do know of, and one of those matters is the weakening of the quality of hard wheat by poor varieties, and you should be able, gentlemen, to provide machinery by which that can be discontinued.

*By Mr. Millar:*

Q. You might express your view there, Mr. Langley, in that connection, of the proposal to create machinery now for grading the white wheats. There are five separate grades of white wheat. Do you care to express yourself on that?—A. Well, there are two reasons for grading white wheat, and they are the two principal and practically the only reasons. One is that it makes excellent feed. It is just as good for feed purposes to the ordinary animal as the highest quality of wheat we can grow. Another reason is that the white wheat will generally give a higher yield than the hard red wheat.

For those two reasons, where grown, they should be separated, and, in my judgment, a penalty should be attached to a farmer for delivering those wheats, because our farmers are not the ignorant class that many people think there are. The man who is growing an inferior quality of wheat in nine cases out of ten knows it, and he should not be allowed to deliver that wheat at the ordinary country elevator, except under penalty.

*By Mr. Donnelly:*

Q. Mr. Langley, if the mixing of wheat was provided for by law at our private terminals, do you think it would raise the average of our wheat?—A. It could not avoid it.

Q. Would we get a bigger price for our wheat than in England?—A. I am not very sure about that. But, there is one thing I am quite sure of, and that is, that the good man in business to-day, studies the wants of his customers. That is what has made Denmark what she is, Mr. Chairman. Denmark went into England to sell butter and bacon, and she said, "I will find out the class of butter, and the class of bacon England wants, and I will send her that." And she has. She has made for herself in the British market a position that nothing at present can disturb.

You ask me whether we would get a better price in England. Well, I am not sure that we would, but we should have a satisfaction among our customers over there that would make us secure from the competition of any other nation in the world.

*By the Acting Chairman:*

Q. Let me put the question in another way, Mr. Langley. I understood you to express your opinion, that it was poor policy for the Pool to try to segregate all the high quality wheat, and sell it alone in this country?—A. Yes.

Q. Well, now, suppose we get at the matter from the other side. We always have large quantities of poorer wheat to dispose of. Would we be able to sell that lower quality of wheat at a profitable price, or at such a price, comparable to what we should be getting for it now, if it were absolutely segregated; that is, if the mixing were prevented. Is not that one reason that is often advanced for mixing, that the lower qualities of wheat are more easily disposed of and we want to sell it.—A. When we are selling wheat for feed, Mr. Chairman, whether it is in feed alone, or in No. 6 and No. 5 and feed, when we are selling wheat for feed—any kind of processing—I am speaking of ordinary animal feed as different from flour—any kind of processing, any kind of mixing should be permitted that will allow of its being disposed of to its best advantage.

[Hon. George Langley.]